

HUGHES AIR WEST

Vol. 3, No. 2

HUGHES AIR CORP.

February, 1971

Company Financial Improvement Told

Hughes Air West has reported a marked improvement in its financial results from operations while cutting its net loss from \$20.8 million in 1969 to \$10.1 million in 1970.

Revenues were boosted 15.3 per cent, and operating losses dropped to \$5.7 million in 1970 from \$15.2 million in 1969. That 62 per cent decrease included \$2.3 million for year-end adjustments in accounts receivable and establishment of adequate reserves for engine and airframe overhaul.

The Hughes management took over the airline in April, 1970, and results have shown steady improvement.

Total 1970 revenues were \$85.5 million, up from \$74.1 million in 1969 when the airline benefited from a lengthy Western Airlines strike. The increase occurred without inaugurating new routes.

Operating expenses increased 2 per cent from \$89.3 million to \$91.2 million. Net expenses rose 1 per cent from \$94.5 million to \$95.6 million.

During the nine months of Hughes Air
(Continued page 8)

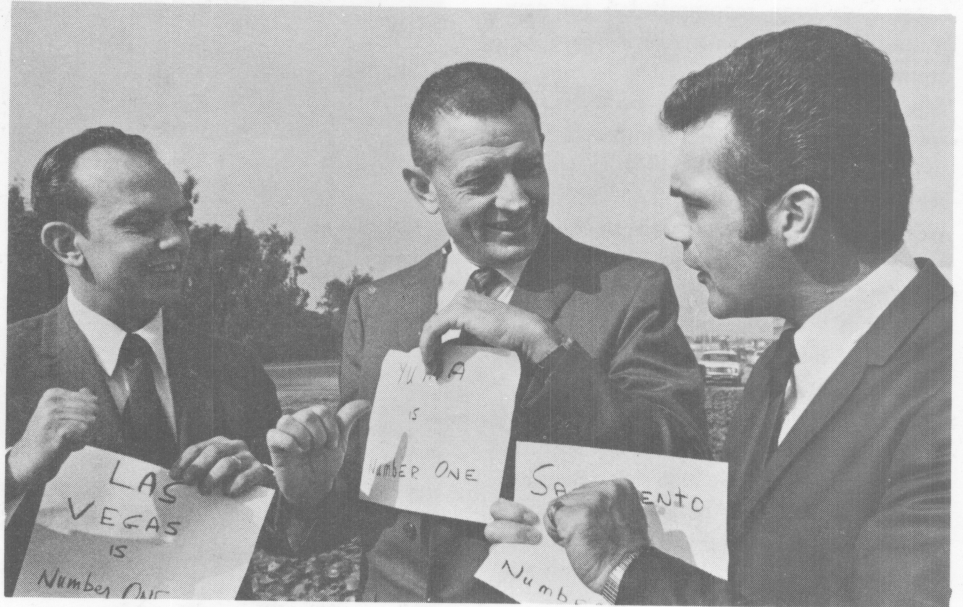
Refund Plan Set For Education

An educational refund plan providing an 85 per cent repayment by the company to employes completing qualified courses of instruction is now in effect.

Art Brennan, staff vice president of industrial relations, said the program was designed to encourage employes to improve their job skills, finish their formal education and to learn new skills relating to their employment.

All full-time employes with more than 90 days service are eligible. Refunds will be made for the cost of registration fees, tuition and books up to a maximum of

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SELF PROCLAIMED CHAMPS — Station Managers Herb Chesney, Las Vegas; Hank Puryear, Yuma; and Gene Martin, Sacramento (from left) stand behind their employes' challenge that their station is the best within its classification.

Las Vegas Says "We're Number One!"

Las Vegas station and maintenance personnel say they are better than their counterparts in the other class A stations.

To prove it, they bought themselves a trophy to signify they have fewer number of station caused delays than any other class A station. Then, they challenged their peers to take the trophy away.

Sacramento personnel felt the same way so they bought a trophy and proclaimed themselves the best class B station on the system. Yuma personnel, not to be outdone, challenged the class C stations to disprove its claim of being best.

The challenges by the stations have started three friendly wars around the system.

The rules of the wars are simple: The station in each classification that has the smallest percentage of controllable delays each month gets to keep the trophy. The station keeps it until another station has a better monthly record. Controllable delays include aircraft servicing, passenger and cargo boarding, catering and over-sales. Station classifications are deter-

(Continued page 6)

Seattle Flights Go to SEA/TAC

Hughes Air West plans to move its flight operations to the Seattle/Tacoma International Airport on April 25, ending a 25-year stay at Seattle's Boeing Field.

Ed Altman, vice president of operations, said the move would take the last remaining scheduled carrier from Boeing Field. He said the move is in response to customer requests to put passengers closer to connecting airlines.

Transfer passengers now must take limousines between the two airports and are required to allow 1½ hours for connections. Once established at SEA/TAC,

(Continued page 4)

Company, WAL Get Route Nod

Hughes Air West and Western Air Lines have been recommended for new routes by a Civil Aeronautics Board examiner.

Hughes Air West would be given new route authority between Reno and Seattle/Portland in competition with United Airlines, which has similar authority. Western would be allowed to operate non-stop between Las Vegas and Seattle/Portland.

Hughes Air West had requested both Reno to Seattle/Portland and Las Vegas to Seattle/Portland.

Examiner Hyman Goldberg said Hughes Air West should not get subsidy for the new route. He also recommended that no other carrier be allowed to operate between Reno and Las Vegas, a route now served exclusively by Hughes Air West.

Goldberg recommended that applications by Frontier, United and Alaska airlines for routes between Nevada and the Northwest be denied.

The examiner's recommendations will be considered by the board in making a final route award.

Federal Arrests Total Over 260

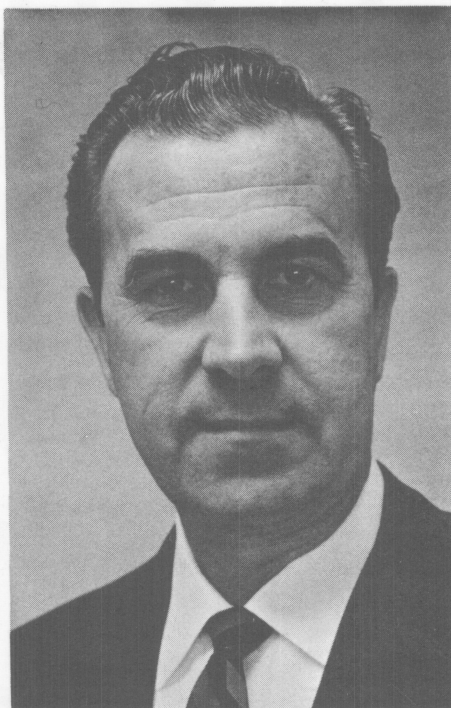
Federal marshals have arrested more than 260 persons throughout the airline industry since anti-hijacking programs were stepped-up in September.

Most of the arrests, however, were for offenses other than attempted hijacking or for attempting to board an aircraft with a weapon.

The Federal Aviation Administration said many of the arrests by the ground marshals were for possession of stolen airline credit cards, smuggling or theft.

Despite the arrests throughout the industry, none have been made by marshals active within the Hughes Air West system, according to Bob Bauter, director of security.

Since the sky marshal program was introduced, no aircraft has been hijacked on which a sky marshal was riding.



W. Robert Thrall

Thrall To Retire

W. Robert Thrall has announced his retirement from Hughes Air West as its vice president of finance, a post he had held since January, 1969.

He joined West Coast Airlines, a predecessor company, in 1959 as vice president and secretary. He served in that post until his appointment as corporate secretary in 1968 when West Coast went with Bonanza and Pacific airlines to form Air West, Inc.

Irving Tague, general manager, expressed regret in the loss of Thrall to the airline.

"Bob Thrall has contributed a wealth of knowledge and experience to this carrier and the air transportation industry," Tague said.

Thrall plans to move his residence to Seattle.

HUGHES AIR WEST

Published for employes and families of Hughes Air West by the Public Relations Department International Airport San Francisco, Ca. 94128 Ken Jensen, editor

Social Security Ups Payments

Employe paycheck deductions are up this year due to a slight increase in individual contributions to social security.

Fran Grey, manager of benefits and records, said the social security tax rate increased to 5.2 per cent from 4.8 per cent. The paycheck deductions are made against the first \$7,800 of the employe's annual earnings. The maximum annual amount paid by an individual employe is \$405.60. Overpayments are refundable on income tax returns.

Mrs. Grey said employes should check on the accuracy of their social security accounts by making sure the company has their correct social security number. Employes also should check with the Social Security Administration to see if past employer payments have been properly recorded and are up to date. A mistake here could make a big difference in the amount an individual receives when he is eligible to get social security benefits.

In addition to the individual's contribution, the company makes a matching payment to the employe's social security account.

Employes wishing to attend a seminar on social security benefits should contact Mrs. Grey, San Francisco benefits and records.

San Jose Agents Tell of Careers

Two San Jose station agents, Terry Needham and David Dewitt, took part in a San Jose area junior high school's career day activities Jan. 28.

Needham and Dewitt conducted five 45-minute sessions at the school and in all, talked to more than 240 students during the day. They gave the students an outline on job opportunities in the airline industry, showed a film, talked about the travel benefits enjoyed by airline personnel and then conducted a question-and-answer period.

They also handed out Hughes Air West postcards, travel planners and employment information.



Howard Parker

Management Club Elects Parker

Howard Parker, station manager at Santa Barbara, has been elected president of the Hughes Air West Management Club.

Tom Chandler, Santa Ana station manager, was elected vice president/secretary, and John Malloy, director of employee travel benefits, was elected vice president/treasurer.

Newly elected members of the board of directors are Malloy and Bob Hayes, regional sales manager, Phoenix. Other members of the board whose terms carry over into 1971 are Jim Zamensky, station manager at Fresno; Nickie Nick, regional station manager at San Francisco; Chandler; Paul Shoaff, station manager at Twin Falls; and Ed LeShane, station manager at Eugene.

Parker said the club will keep its alignment of six groups, each made up of members from throughout the system. He said each group will meet twice during the year.

Information on group assignments and meeting schedules will be mailed this month to all members.

Dungan, Andre Named Outstanding Employees

Portland-based hostess Charlotte Dungan and Bob Andre, supervisor of warranties at Phoenix, have been selected as Hughes Air West's outstanding employees for January.

They each received \$250 and became eligible for the annual award of \$500, a week's time off and trip passes anywhere in the world.

Miss Dungan represented hostesses based at Seattle and Portland. Andre represented employees in quality control, warrants, maintenance administration, engineering, maintenance specifications, production control, purchasing accounts payable, training, industrial relations, medical, credit union, building maintenance and mail and distribution, all at Phoenix.

The letters nominating her and in letters from passengers, Miss Dungan was praised for her "always friendly smile" and "her willingness to do more than expected."

Andre's fellow employees commended him on his "concern for the greatest

Executives Plan Employee Visits

Hughes Air West executive have announced an initial schedule of station visits to give all employees a chance to ask direct questions about the operation of the company.

The first two meetings were held Feb. 17 at San Francisco.

Four additional meetings were scheduled for Phoenix Feb. 24 and 25. Meeting on the 24th will be held at 1:30 p.m. and 4 p.m. On the 25th, the meeting will be at 8 a.m. and 10 a.m.

Employees may ask questions of any of the executives in attendance. They will include Irving Tague, general manager; Ed Altman, vice president of operations; Art Brennan, staff vice president of industrial relations; and Bill Schafer, director of marketing.

A schedule of visits to all other stations will be announced shortly.



THE WINNERS — Bob Andre and Charlotte Dungan, January's outstanding employees.

benefit to the company," . . . "His thoroughness," . . . "His firmness and fairness with those who work for him." One vendor commented "Bob certainly drives a hard bargain, but it's a pleasure to deal with him."

Employees eligible for the award in February are captains, first officers, crew scheduling, operations administration and flight times control at San Francisco. Also, corporate services, traffic, ground communication, budgets, systems, data processing, printing, manuals, properties, mail and distribution, purchasing, research and development, community affairs, personnel, medical, benefits and records, credit union, internal security and public relations, at San Francisco and San Mateo.

Scoreboard

HUGHES AIR WEST TRAFFIC

JANUARY

	Jan. '71	Jan. '70	% change
PAX	224,957	227,028	-.9
RPM	73.2mil	69.3mil	+ 5.5
Load Factor	44.9	42.7	
On-time	76.8	79.5	

Educational Refund

(From page 1)

\$300 each calendar year. Payment will be made following successful completion of the course where at least a "C" grade, or its equivalent, has been earned, Brennan said.

Persons wishing to use this benefit should contact the San Francisco personnel office to determine if their educational plans qualify for the refund. Formal application must be made at least 10 days before the beginning of the course.

Brennan said the refund will be allowed for correspondence courses taken from an accredited school, college or university but not from institutions offering only correspondence courses.

SEA/TAC Move Planned

(From page 1)

Hughes Air West passenger connections will be reduced to 30 minutes.

Altman said the move would cost nearly \$500,000. This cost includes expenses for loading ramps, boarding gate rooms, ticket counters and other facilities. Initially, the company will have the use of five gate positions on concourse C for passenger boarding. Two will belong to the company and will be equipped with boarding bridges, two will be shared with Alaska Airlines, and a single position will be used for F-27 ground loading.

Hughes Air West will be the 12th commercial carrier serving SEA/TAC.

Eighty-four station and maintenance personnel and 200 flight crew members will be involved in the move.

SEA/TAC is in the final stages of a \$123-million expansion that will make it one of the most modern airports in the world. Significant innovations include an automobile baggage checking system where luggage is checked directly from automobiles; parking facilities for 9,200 cars; and north and south satellite terminals served by an underground rapid transit system connecting each satellite with the main terminal building.



MONEY SAVER — Phoenix lead machinist Leo Christensen uses a lathe to complete work on one of his money-saving "fixes."

Machinist Saves Cash for Company

A Phoenix-based machinist has devised a way to save Hughes Air West thousands of dollars by remodeling used aircraft parts instead of replacing them.

His remodeling job actually makes the part better than when it was new.

Leo Christensen makes it a habit to do this kind of thing. Six years ago he designed a way to rebuild the small pistons that stop the lowering cycle of the F-27's main landing gear. Christensen built up the working surface of the piston to provide 33 per cent more wear than a new part.

If the part were bought new it would cost \$300. Rebuilding them costs about \$8 in material and about three hours labor. There are two of these pistons per aircraft and they are replaced every 8,000 hours. At the present rate of replacement the remodeled parts are saving the company \$1,200 a month.

Christensen has other money-saving ideas to his credit: The company purchased a \$2,500 tool designed to assist the replacement of jet engine fan blade assemblies. The tool did not work properly as designed; Christensen rebuilt it and it now works very well.

Ted Sutphen, supervisor of the engine shop, said Christensen frequently is able to design tools or remodel parts that otherwise would have to be purchased.

"We have almost 200 parts in the shop that Leo and other machinists have rebuilt or modified," he said. "They can be used over and over at a great savings and without losing the safety factor."

Passengers Pleased By Hostesses' Extra Personal Efforts

Sometimes employes' personal effort and thoughtfulness pays off more than the effects of the company's best advertising program or sales campaign. Take this case for example.

Four Hughes Air West hostesses went a little out of their way to make Christmas and New Year's Eve flying a little nicer for their passengers.

The girls, Lynn Selig, Gigi Smyth and Judy MacKenzie of Seattle and Linda Stapleton of Phoenix, flew together on at least one of the two holidays. On Christmas they passed out candy canes to each young passenger and made colorful aprons to wear for the occasion.

On New Year's Eve they wore party hats and corsages.

It was a small effort on the part of the girls but it's a good bet the passengers remembered it and will think of Hughes Air West next time they want to travel.

Luggage Auction Set

An auction of unclaimed luggage will be held at 7 p.m. March 5 at the United Mainliner Club, 4031 Pacific Blvd., San Mateo.

Hal Wallis, chairman of the auction committee of the San Francisco region of the employes' club, said all funds from the sale will go to support employe club functions. Refreshments will be available at the auction.

Twelve Men Get New Assignments in Station Department

Twelve men have been given new assignments within the station department, Kip Wharton, director of stations, announced.

The moves are:

Herb Chesney, formerly regional station manager, to Las Vegas station manager. **Pete Lohnes**, formerly Bakersfield station manager, to assistant manager under Chesney.

Duke Briscoe, formerly manager of station administration, to San Francisco station manager. **Glenn Tigner**, formerly chief agent at San Francisco, to assistant manager at the same station.

Leo Stec, formerly station manager at Las Vegas, to station manager at Ontario (Calif.).

Paul Shoaff, formerly station manager at San Francisco, to Twin Falls station manager.

Tom Reedy, formerly passenger service manager at Los Angeles, to station manager at Santa Maria.

George Dzurisin, formerly passenger service manager at San Francisco, to assistant station manager at Seattle.

Harold Peters, formerly chief agent at Yuma, to Bakersfield station manager.

Bud Moss, formerly station manager at Palmdale/Lancaster, to chief agent in charge of operations at Great Falls.

James Mikkelsen, formerly chief agent at Great Falls, to Cedar City station manager.

Clarence Fields, formerly station manager at Inyokern, to station manager at Palmdale/Lancaster.

A vacancy at Inyokern will be filled by bid.

Joe Hahn Retires

Joe Hahn, instrument repair technician in Phoenix avionics services and instrument repair, will retire Feb. 19.

Hahn joined the company in 1958 in his current position.

He plans to remain in Phoenix where he and his wife own a home. He also plans to go fishing and travel.



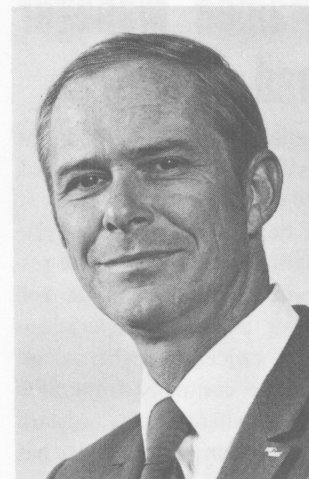
Duke Briscoe



Herb Chesney



Leo Stec



Paul Shoaff



George Dzurisin



Bud Moss

Golf Meet Planned

The second annual Hughes Air West-Orange County golf tournament will be held March 28.

Tom Chandler, tournament chairman, said entries are being accepted for the 18-hole tournament to be held at the Fallbrook Country Club in Fallbrook (Calif.). A \$15 entry fee will cover green fees, lunch at the country club, refreshments and many, many prizes.

Entry fee with entry requests should be sent to Chandler at the Santa Ana station.

Hostess Pact Signed

A contract settlement between the company and the Stewards and Stewardess Division of the Air Line Pilots Association was reached Jan. 26, **Art Brennan**, staff vice president of industrial relations, said.

The agreement expires Oct. 1, 1972. The hostess negotiating committee consisted of **Joan Prince**, San Francisco; **Ruth Jordan**, Phoenix; and **Maureen Murphy**, Seattle. **Larry Curns**, director of customer service; **Stan Goc**, manager of hostesses; and **Al Davies**, manager of labor relations, represented the company.

Station Competition

(From page 1)

mined by the number of passengers boarded monthly.

Competition among class D stations has not been established yet because most of these stations have only one or two flights daily and usually have extra time to handle each operation.

The first winners will be named March 1.

Stations in the class A competition are Las Vegas, Los Angeles, Phoenix, Portland, San Francisco and Salt Lake City. Seattle will be included when the move to SEA/TAC is complete. (See story page 1.)

Stations in the class B competition are: Arcata/Eureka, Boise, Burbank, Fresno, Spokane, Monterey, Ontario, Calif., Pasco, Reno, San Jose, Sacramento, Santa Ana, Tucson and Yakima.

Class C stations are: Walla Walla, Chico, Eugene, Grand Canyon, El Centro, Klamath Falls, Lewiston, Medford, North Bend, Palm Springs, Pullman/Moscow, Redding, San Diego, Santa Barbara, Santa Maria, Twin Falls and Yuma.

Route Stay Sought

Hughes Air West has asked the Civil Aeronautics Board to reinstate Western Airlines' mandatory Los Angeles stop on its Phoenix-Portland-Seattle route if the merger of Western and American Airlines is approved.

The CAB also was asked to consider Hughes Air West's application to operate non-stop between Phoenix and Portland/Seattle. Western was given this authority in 1970.

The Hughes Air West action follows a CAB decision to temporarily stop, pending an investigation, Northeast Airlines' Miami-Los Angeles non-stop authority from being transferred to Northwest Airlines when the two carriers merge.

Northwest told the CAB that if the route is not transferred with other Northeast routes, it may call off the merger. Northeast has not operated the route since government approval of the merger.



George Hardin

Hardin Named Manager Of Payload Control

George Hardin, 31, has joined the company as manager of payload control, a newly created position.

Hardin will be responsible for supplying current flight information to the reservation computer. In addition, he will oversee passenger protection operations when delayed or cancelled flights occur.

He came to the company from SFO Helicopter Airlines where he was assistant vice president of customer service. He has also worked for United Airlines as ticket agent and supervisor of reservations; Chicago Helicopter Airlines as station agent; and Braniff International as ramp agent.

Cocktail Price Has Increased

The price of cocktails on Hughes Air West flights has been raised to \$1.50 each.

Larry Curns, director of customer services, said the move followed an industry-wide trend that has seen similar increases by most major airlines. Curns said Hughes Air West sells more than 60,000 individual cocktails in an average month.

Curns added that the company has added several premium brands of liquor to the selection available for passenger purchase.

Service Anniversaries Celebrated by Employees

These employees celebrate service anniversaries during February.

Twenty Years

Spokane — D. C. Haynes, lead mechanic. Portland — Paul Peyron, district manager of maintenance.

Fifteen Years

Phoenix — S. F. Fields, station agent.

Ten Years

Phoenix — D. J. Vana, hostess. San Francisco — M. L. Bou, switchboard operator.

Five Years

Boise — Elizabeth Cass, ticket agent. Phoenix — G. Jones and G. P. Michael, ground service agents; C. A. Olson, cleaner; Terry Negley, supervisor of production control; Chuck Dufraim and E. J. Ryan, station agents; and K. B. Wermter, lead mechanic. Sacramento — Vern Keefover, ticket agent. Salt Lake City — E. K. Losser, ticket agent. Seattle — R. D. Thomas, station agent; and A. R. McLean, first officer. San Francisco — Corky Herrick, personnel representative; B. G. Andersson, hostess; and Jamsetta Buono, compositor. Portland — K. L. Campbell, first officer. Las Vegas — S. T. Nelson, first officer; A. T. Nardone, mechanic; and M. P. Koch, station agent. Chico — G. C. Gates Jr., station agent. Page — J. W. Irwin, station agent. Walla Walla — L. E. Bradley, station agent.

Suggestion Nets Cash For Monterey Agent

Peter J. Wangoe, station agent at Monterey, is the fourth winner in the Hughes Air West suggestion award program.

Wangoe was awarded \$25 for his suggestion that vendors be required to ship supplies to the company via Hughes Air West air freight whenever possible and practical.

He cited an incident where items were received from a vendor via the air freight service of a competing airline.

Company Sets All-Time Cargo Record; More Tons Hauled More Miles in 1970

More tons of air freight were hauled more miles by Hughes Air West last year than in any other year.

Terry Grimm, director of cargo, said the company recorded a 26 per cent increase in cargo ton miles (a ton mile is one ton of cargo hauled one mile) during 1970 compared with 1969. Total cargo boarded — including air freight, mail and express — was 3.5 per cent greater in 1970 than 1969.

"The significant factor," Grimm said, "is that shippers are using our service for longer hauls, which earn more revenue for the company."

Cargo statistics for 1970 were:

Pounds	% Change from 1969		Ton miles	% Change from 1969
		AIR FREIGHT		
23,357,659	+ 18		3,838,718	+ 26.2
		MAIL*		
11,155,691	- 23.5		1,776,434	- 16.5
		EXPRESS		
3,531,054	+ 43.4		6,056,541	+ 11.9

* The company operated special mail-only flights in 1969 between Sacramento, Los Angeles and San Diego. These flights were cut in 1970 because the volume of mail carried generated insufficient revenue to pay for the operation.



THE WINNER — Margaret Anne Thompson (above), San Francisco reservation agent, is \$400 richer after winning part of \$1,500 in prizes offered by the Heublein Company in a Las Vegas golf contest. Another Hughes Air West winner was Mrs. Barbara Jones, wife of Fresno station agent Weldon Jones, who won \$400. (Mrs. Jones was not available for a picture.) The ladies won by making a "hole-in-one" on a special indoor putting green at the Sahara Hotel.

ATA Suggests Legislative Help for Ailing Airlines

A nine-point program of legislative and regulatory changes designed to give the airline industry new self-help tools with which to achieve an economic turnaround has been proposed by the nation's scheduled carriers.

Stuart Tipton, president of the Air Transport Association, told the Aviation Subcommittee of the Senate Commerce Committee that one major point relates to fare adjusting flexibility by the carriers. The subcommittee is investigating the need for changes in air carriers fare regulations due to the current financial condition of the industry.

Tipton said changes in the pricing regulations should be made to give the airlines "more control over their own economic destiny."

Other points in the program are:

- Changes in the Railway Labor Act to facilitate settlement of emergency labor disputes.
- Strict enforcement of regulations to

maintain the distinct roles of scheduled airlines and supplemental carriers.

- Investigation of rates for charter service to determine if they are at an appropriate level.

- Exclusive federal jurisdiction over regulation of all common air transportation, including intrastate operations.

- An opportunity for airlines to once again share in the transport of military cargo.

- Stopping the use by the federal government of its vast purchasing power to achieve special reduced-rate pricing for air transport services.

- Urgent airport development by Congress.

- Implementation of a modernized airways system contemplated under the Airport/Airways Development Act of 1970.

Robert F. Six, president of Continental Air Lines, told the committee that attempts by the "big four" of the airline

industry to merge would drive smaller competitors out of business.

He said the big four — United, American, TWA and Eastern — have only their bad management to blame for plummeting profits and that things could only get worse if the government listens to their pleas to make airline mergers easier.

Six said the large airlines were right in decrying the \$175 million loss suffered by the airline industry in 1970. But he said the big four accounted for \$140 million of that loss while the smaller seven trunk carriers will show a net profit range of \$50 to \$60 million.

He blasted the already approved merger of American and Trans-Caribbean and the proposed merger of American with Western Airlines. He said these mergers would create the largest airline in the world and would drive several smaller airlines out of business and lead to a near-monopoly situation.



INSTANT INFORMATION — Marie Shoemake (left), and Karen Williams (center), San Francisco reservation agents, are briefed on the new IBM 2915 display terminal reservation sets by chief agent Tim Takayoshi. The new machines are being installed in all company reservation offices to give Hughes Air West the fastest, most efficient passenger information and reservation system in the airline industry. Complete operation of the system is planned for mid-May.

Company Financial Improvement Told

(From page 1)

Corp. management the airline's net loss decreased to \$6.4 million compared with \$13.2 million in the similar 1969 period.

Comparison of the same nine-month periods showed that operating losses dropped from \$8.6 million in 1969 to \$3.7 million in 1970, which includes the optional year-end adjustment of \$2.3 million.

"1970 was a year of improvement on all fronts and 1971 should serve as an important pivotal point for us," Irving Tague, general manager, said.

Systemwide traffic performance in 1970 gained sharply over 1969, he said, running counter to the domestic industry trend and in spite of depressed economic conditions in most of the areas served by Hughes Air West.

"But the fact remains, we still have a large loss in 1970, and it must be elimi-

nated as soon as possible," Tague said. "It won't be an easy task."

The upswing in the airline's general performance was due largely to a series of changes approved by the Hughes Air Corp. board of directors immediately after taking control.

The airline eliminated unnecessary and costly frills, re-instituted and improved quality of service, tightened its route schedules, restored advertising and emphasized sound management supervision throughout the system, Tague said.

Tague said he anticipated a sluggish start for traffic in 1971 that gradually will improve during the summer months.

The airline was purchased for approximately \$90 million by Hughes Air Corp., which is 78 per cent owned by Hughes Tool Company and 22 per cent personally by Howard Hughes, the industrialist and aviation pioneer.

Travel Bargains

Avis-Rent-a-Car offers a weekend rate of \$10 a day with no mileage charge from any Avis office in the San Francisco, Oakland, San Jose and Sacramento areas. You must be 25, have airline identification, return the car to the renting city, make advance reservations and pay for the car with cash or an Avis charge card.

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The Napualani Hotel in Waikiki offers \$8 single and \$10 double to all airline employees. Deluxe rooms and kitchenettes also are available. Write for reservations to Mrs. Marlene Okahara, Reservations Manager, Napualani Hotel, 2550 Cartwright Road, Waikiki, Hawaii 96815.

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Sheraton Hotels has extended its 50 per cent worldwide discount to include all Sheraton Motor Inns for airline employees on vacation. Confirmed reservations are available but must be made at least 30 days before arrival. For reservations in 48 adjacent states, call nearest Sheraton reservation office. Airline identification is required.

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The Santa Maria Beach Club Hotel in Lima, Peru, offers a 30 per cent discount for all airline employees. Reservations are required. Write Braniff International — Hotel Division, Exchange Park — Room 712, Dallas, Tex. 75235.

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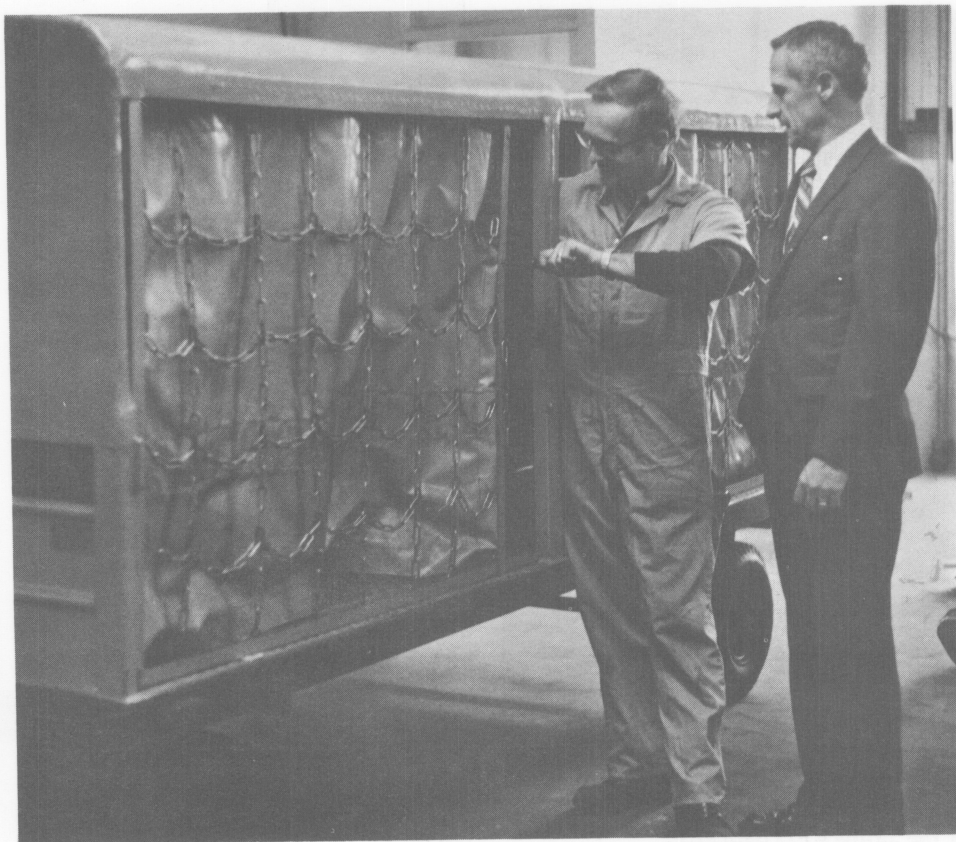
The newly-opened Holiday Inn near Seattle/Tacoma International Airport offers 40 per cent discount to all airline employees on a space available basis. Airline identification is required.

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San Francisco's Commodore Hotel offers 25 per cent discounts to airline employees. For reservations write Craig P. Smith, Commodore Hotel, 825 Sutter Street, San Francisco 94109.

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Varig Brazilian Airlines offers its \$99 positive-space Amigo Fare to all its destinations in South America and the Orient. Special ground tours of South America and the Orient are also available. Contact Hughes Air West pass bureau.



MAIL EXPERIMENT — Los Angeles mechanics converted a baggage cart into a mail security vehicle by adding a metal top and sides and a sliding chain curtain that locks. Mechanic Ken Hobe, left, puts the finishing touches on the cart while Stan Anderson, assistant district manager of maintenance, looks on. The cart is an experiment to find a security vehicle that meets new Post Office Department standards for handling mail.

Airline Industry Sees Safest Year

The safest year on record for scheduled airlines was recorded in 1970, according to the National Transportation Safety Board.

The board said there were no fatalities on domestic scheduled flights and only two on international flights. The fatality rate equalled one passenger death for each 100 billion passenger miles flown.

The figures do not include fatalities incurred on charter or supplemental carrier flights.

Chandler Named Baron President

Tom Chandler, station manager at Santa Ana, has been elected president of the Red Barons, an organization devoted to preserving and recording the history of aviation in Orange County.

Membership is comprised of senators, congressmen, actors and businessmen.

Chandler said the group's main project is to publish a book about aviation's history in Orange County. Chandler has been with the company since 1957.

Copies of the revised version of the Hughes Air West profile mailed to all employees in December are now available by request from the public relations department in San Mateo. The revised version contains updated information about the airline and its operation.

Pass Travel Privileges May Be Threatened

Non-revenue passengers could be risking their pass travel privileges by failing to observe pre-flight listing regulations, **Bill Schafer**, director of marketing, said.

Pass travelers should list themselves with the reservations department for all flights to assure that revenue passengers get meals, snacks and other conveniences to which they are entitled, Schafer said.

The company has stated many times that employees are required to list themselves for all flights they intend to take, even if meal service is not provided. That rule still holds. The only alternative the company can take is to restrict pass travel if non-revenue passengers continue to ignore this request, Schafer said.

Non-revenue passengers from other airlines are also guilty of violating this rule.

Hotels Honor Company

Hughes Air West received honors last month from hotels in two cities.

Jim Wilson, district sales representative in Los Angeles, received the Continental Hyatt House "Salute to Commerce Award" on behalf of the company Jan. 26. The award was presented by the hotel and the Hollywood Chamber of Commerce.

In Burlingame, **Joe Smith**, California regional sales manager, received a similar award for the company from the Burlingame Hyatt House Jan. 21.

Hyatt House hotels present these awards regularly to industries around the world. It was a coincidence that Los Angeles and Burlingame honored HUGHES Air West in the same month.

Sales Personnel Meet

Sales department personnel attended a two-day general sales meeting at the Newporter Inn, Newport Beach, Feb. 5 and 6.

The group heard presentations from each departmental manager within the sales group and from reservations and passenger systems, advertising and public relations.



IT GOES VROOM! — Fan-like aircraft engine parts are examined by Phoenix mechanics Ray Files, left, and Neil Savage, who were undergoing recurrent training. The two centrifugal compressors flanking the engine turbine — resembling roulette wheels on edge — are vital components to the operation of the airline's F-27 aircraft.

Baggage ID Tags Now Available

Hughes Air West has joined the airline industry in improving baggage handling services by providing baggage identification tags at no charge to help passengers more easily recognize their luggage.

Sandy Miner, supervisor of ticketing procedures, said while the tags are made available to all passengers, they are required on all baggage checked by revenue stand-by passengers.

The identification tag is a stick-on label that has space for the passenger's name and address.

Miner said the failure of passengers to properly identify their luggage has long been an airline problem, particularly where the bag has been misdirected and cannot promptly be returned to the owner because of lack of identification.

Miner also recommended that identification be placed on the inside of luggage to further assist in returning lost bags.

The Flying Gormet: Beef Stroganoff a la Hughes Air West

Cooking often takes skill; occasionally it takes artistry. The preparation of one of Hughes Air West's most popular dinner entrees, Beef stroganoff, takes a little of both, but thanks to a precise recipe success is virtually assured.

The hearty beef dish, elevated to gastronomic heights by the deft addition of sherry wine to its rich sauce, is served weekly on the airline's systemwide flights. The recipe used, a combination of many others, continues where others end by explaining little details like how long to cook the onions so they look their most delectable and how best to blend in the sour cream for perfect texture.

Beef Stroganoff for Four

Sauce

- 1/4 cup butter
- 1/3 cup chopped fresh onion
- 1 cup sliced fresh mushrooms
- 3/4 teaspoon paprika
- 1/4 cup flour

- 1-1/2 cup beef stock or consomme
- 1/2 cup Half and Half
- 1/2 teaspoon salt
- dash pepper
- 2 tablespoons sherry wine
- 1/2 cup sour cream

Meat

- 1-1/2 tablespoons vegetable oil
- 3/4 pound top sirloin
- 1/2 teaspoon salt
- dash pepper

Heat butter in sauce pan and saute onions until blonde (not brown). Add mushrooms and cook until all liquid evaporates. Add paprika and flour and cook over low heat two to three minutes. Add beef stock or consomme, the Half and Half and cook for an additional five minutes. Add salt, pepper and sherry wine, then turn off heat and let stand for five minutes. Whip sour cream until fluffy with electric mixer or hand better, then quickly blend into the sour cream one cup of the sauce. Pour the mixture back

into the remainder of the sauce and blend well.

Cut meat into strips about 2-1/2 inches long and 3/8 inches thick. Heat vegetable oil and saute the meat over high heat, then reduce the heat and cook until tender and all moisture has evaporated. Season with salt and pepper. Add sauce and let simmer for an additional two to three minutes.

Beef stroganoff is most popular served over small buttered egg noodles with a side dish of buttered broccoli.

Complement the entree with a salad combining sliced tomatoes, iceberg, romaine and chicory lettuce, and a Russian dressing. For an authentic Russian touch pass black caviar to be sprinkled on top; allow 1/2 teaspoon per person.

To make your own Russian dressing, blend together 1/2 cup mayonnaise, 1/4 cup ketchup, 1/4 cup chili sauce, 2 tablespoons chopped hard boiled egg, 1 tablespoon sweet green relish, 1 tablespoon chopped pimienta and 1 tablespoon chopped parsley.

It's A Fact...We're Big, Busy and Bountiful

How far do we fly in a week? How big is our system? How long would it take you to fly it?

Answers to these and other questions are found in this potpourri of facts about our airline and the area we serve.

Hughes Air West flies more than 527,000 miles a week (that's farther than flying to the moon and back).

During a busy week, our 44 airplanes take off and land 6,100 times, or about one departure or arrival every minute of our 18-hour flying day.

That's more scheduled arrivals and departures on domestic routes than Western, Braniff, Continental and National, to name a few.

On our busiest day — a Friday — we have 180 scheduled flights that are in the air about 375 hours, take off and land more than 1,000 times, and log in excess of 91,000 miles.

To keep our airplanes flying safely, our computer keeps track of more than 43,000 different classifications of spare parts.

90 Hours

You'd have fun flying to all of our 71 airport cities (that's more than any other airline serves in the West), but it would take more than 90 air hours to do it one-way.

Upon completing this journey you'd have flown 132 different two-city segments, averaging 165 miles each, and logged more than 22,000 miles.

The only segment longer than 600 miles is between Salt Lake City and Portland . . . the shortest is between San Francisco and Oakland — only 11 miles.

We're the only airline serving every significant international airport (15) in the West — giving you connections to intercontinental air transportation.

We also happen to be the only regional carrier that flies border to border and serves three nations.

And we're the only airline that carries the American flag to three major resort cities in western Mexico.

Route Span

The north-south span of our system between Calgary, Canada and Puerto Val-

larta, Mexico, if extended in an east-west direction would connect San Francisco and Washington, D.C. 2,500 miles away.

If our route system were in the East it would extend from Quebec, Canada, to Honduras in Central America and from Boston to St. Louis linking such other major cities as Montreal, New York, Philadelphia, Chicago, Indianapolis, Atlanta and Miami — to name a few.

On the other hand, if you'd overlay our system on a map of Europe you'd find us, in projection, linking London, Cairo, Budapest, Prague, Zurich, Belgrade, Paris, Athens, Rome, Vienna and Berlin.

Our service area in the United States comprises nearly 900,000 square miles (or about one-third of the total land mass of the country) in which nearly 30 million people live.

Summer in Winter

If you're a buff for all seasons, we can give you summer in the winter, winter in the summer, fall in the spring and spring in the fall.

Portland Gets Bridge

Passenger handling facilities at Portland get a boost this month with the beginning of installation of jetbridges to two new gate rooms.

The gate rooms were completed recently as part of a general modernization of the airport. They are located on a level above the existing Hughes Air West gate rooms.

Addition of the jetbridges and an agreement with Northwest Airlines to share that line's jetbridges will insure that all jet passenger loading at Portland will be from the second level.

Only two other stations on the Hughes Air West system have the use of jetbridges for second level loading, Boise and San Francisco.

The Portland project is scheduled for completion March 1.

We also give you the wettest and driest, the hottest and coldest, the sunniest and cloudiest, and the highest and lowest spots in the West.

If you prefer beaches, we go to more Pacific Coast cities and adjacent ocean-splashed shorelines than any other airline.

If you dig the country's national monuments, parks and recreational areas, we're not at a loss here, either. Our area has nearly half of all the national monuments, including the biggest (1) and the smallest (2).

National Parks

Likewise, we serve almost half of the national parks, including the largest (3) and the littlest (4).

We also can take you to 95 per cent of the country's national recreational areas including the biggest (5) and the smallest (6).

And if you thrive on true trivia, we can give you the world's oldest, largest and tallest living things (7) and the world's largest gorge (8). We can also come up with the United States' deepest lake (9), highest lake (10), highest sea cliffs (11), largest cacti (12) and largest glacier (13) south of Canada.

(1) Death Valley in California, (2) Tumacacori in Arizona, (3) Yellowstone in Idaho/Montana, (4) Bryce Canyon in Utah, (5) Lake Mead in Arizona/Nevada, (6) Whiskeytown-Shasta-Trinity in California, (7) The Redwoods in California, (8) The Grand Canyon in Arizona, (9) Crater in Oregon, (10) Tulainyo in California, (11) Emmons in Washington, (12) Cape Flattery in Washington, Cape Mendocino in California, (13) Saguaro in Arizona/California.

Can you think of any others?

New Jobs Created

More than 150,000 new jobs were created in the past decade by scheduled airline expansion, according to a report issued by the Air Transport Association. During 1969, 12,000 new jobs were added to the airline work force, bringing total employment to 312,000 at year's end. Total industry payroll for 1969 was \$3.3 billion, three times greater than that paid in 1960, and 10 times greater than 1950.



The Operators

The first meeting in three years of all department heads from stations, maintenance, operations and flight was held last month in Phoenix to discuss the mutual problems and seek solutions in the general area of operations. Shown here are candid shots of some of the men who participated in the two-day session.



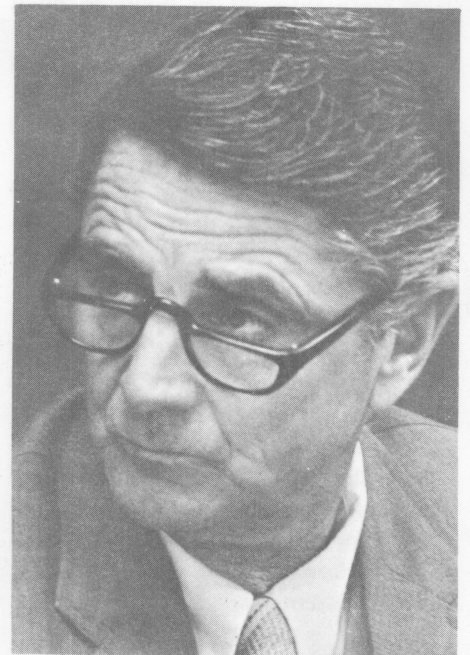
Al Klein and Jim Clark



Roger Starner



Jack Brasher



Tom Meushaw